

Software Description	DIR Customer Discount % off MSRP		DIR Customer Firm Fixed Price (FFP)
<b>Centrify Software - All Brands</b>	<b>28.81%</b>		
<b>Cylance Software</b>			
PRO112 - CylancePROTECT: 250-1000 endpoints (pricing is per endpoint per year)	<b>40.00%</b>		
PRO113 - CylancePROTECT: 1,001 - 2500 endpoints (pricing is per endpoint per year)	<b>40.00%</b>		
PRO 114 - CylancePROTECT: 2,501 - 5,000 endpoints (pricing is per endpoint per year)	<b>40.00%</b>		
CYV121 - CylanceV: <2,500 Employees	<b>40.00%</b>		
CYV122 - CylanceV: 2,500-4,999 Employees	<b>40.00%</b>		
CVF141 - CylanceV: 100 endpoints scanned	<b>20.00%</b>		
CVF142 - CylanceV: 500 endpoints scanned	<b>20.00%</b>		
CVF143 - CylanceV: 1,000 endpoints scanned	<b>20.00%</b>		
CVP150 - CylanceV: 1 Forensics Professional License	<b>20.00%</b>		
CVA131 - CylanceV API: <2,500 Users	<b>20.00%</b>		
CVA132 - CylanceV API: 2,500-4,999 Users	<b>20.00%</b>		
CVA133 - CylanceV API: 5,000-9,999 Users	<b>20.00%</b>		
CAT151 - CAT with Infinity: <10,000 Hosts	<b>20.00%</b>		
CAT152 - CAT with Infinity: 10,001-25,000 Hosts	<b>20.00%</b>		
CAT153 - CAT with Infinity: 25,001-100,000 Hosts	<b>20.00%</b>		
COL163 - CylanceCOLLECT - 1TB	<b>5.00%</b>		
COL164 - CylanceCOLLECT - 1.5TB	<b>5.00%</b>		
COL165 - CylanceCOLLECT - 2.0TB	<b>5.00%</b>		
<b>NUIX Software - All Brands</b>	<b>2.71%</b>		
NUIX INVESTIGATOR WORKSTATION - 2 Core - ANNUAL (INV001)	<b>2.71%</b>		
NUIX INVESTIGATOR WORKSTATION - 2 Core - PERPETUAL (INV002)	<b>2.71%</b>		
NUIX EDISCOVERY WORKSTATION- 2 Core - ANNUAL (EDY004)	<b>2.71%</b>		
NUIX EDISCOVERY WORKSTATION- 2 Core - PERPETUAL (EDY005)	<b>2.71%</b>		
<b>Project Remedies Software - All Brands</b>	<b>20.00%</b>		
Project Remedies' ActionProgram Manager Plus. Base Bundle. Unlimited Servers. (SKU APMP-SOFTWARE)	<b>20.00%</b>		
ActionProgram Manager Plus User Licenses. Per User. (SKU APMP-N)	<b>20.00%</b>		
<b>Secunia Software - All Brands</b>	<b>2.71%</b>		
SECUNIA CSI ENTERPRISE SERVER EDITION (minimum of 2500 hosts.) - 3 year license, price per host.	<b>2.71%</b>		
Secunia VMI Server License (VIM user licenses required)	<b>2.71%</b>		
<b>SpectorSoft Software - All Brands</b>	<b>6.50%</b>		

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Spector 360 (SKU S360-CA2-OLB)	6.50%		
Spector 360 Recon (SKU R360-CAL-OLA)	6.50%		
Spector CNE (SKU CNE-CAL-OLA)	6.50%		
Server Manager (SKU SSM-NOD-001)	6.50%		
<b>TIBCO Legacy Products</b>	<b>24.414%</b>		
<b>TIBCO Royalty Products</b>	<b>2.80%</b>		
TIBCO ActiveMatrix Adapter - Non-production (SKU 10056-2-P)	24.414%		
TIBCO ActiveMatrix Adapter - Production (SKU 10056-3-P)	24.414%		
TIBCO ActiveMatrix Lifecycle Governance Framework - Named User - Production/Non-Production (SKU 10245-1-P)	2.80%		
TIBCO Enterprise Message Service - Non-Production (SKU 10932-2-P)	24.414%		
TIBCO Foresight - Non-Production (SKU 10951-2-P)	24.414%		
TIBCO Foresight - Production (SKU 10951-1-P)	24.414%		
TIBCO Foresight Archive and Retrieval System Healthcare Edition - Non-Production (SKU 10369-2-P)	2.80%		
TIBCO Foresight Archive and Retrieval System Healthcare Edition - Production (SKU 10369-1-P)	2.80%		
TIBCO Foresight HIPAA Validator - Named User - Production/Non-Production (SKU 10328-1-P)	2.80%		
TIBCO Foresight - Instance - Production/Non-Production (SKU 10750-1-P)	2.80%		
TIBCO FTL - Non-Production (SKU 10446-2-P)	24.414%		
TIBCO FTL - Production (SKU 10446-1-P)	24.414%		
TIBCO Hawk - Non-Production (SKU 10028-2-P)	24.414%		
TIBCO Hawk - Production (SKU 10028-1-P)	24.414%		
	24.414%		
TIBCO Managed File Transfer - Non-Production (SKU 10456-2-P)	24.414%		
TIBCO Managed File Transfer - Production (SKU 10456-1-P)	24.414%		
TIBCO MDM - Non-Production (SKU 10350-2-P)	24.414%		
TIBCO MDM - Production (SKU 10350-1-P)	24.414%		
TIBCO Patterns - Production/Non-Production (SKU 10342-1-P)	24.414%		
TIBCO Rendezvous - Non-Production (SKU 10382-4-P)	24.414%		
<b>VBrick Software Description</b>			
7500-0282 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) BPS 7530 - VM/OVA SOFTWARE ONLY	16.25%		
7500-0283 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) XPS 7550 - VM/OVA SOFTWARE ONLY	16.25%		
7500-0284 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) HPS 7570 - VM/OVA SOFTWARE ONLY	16.25%		

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7500-0288 VBRICK H.264 Distributed Media Engine BPS 7530 - SW ONLY - Provides OS, media redistribution, transformation, VoD content serving & storage. Limited to 500 Mbps live throughput and up to 35 concurrent streams. Does not include transrating capability. Requires VBrick provided hardware (8310-0007).	16.25%		
8310-0007-000 VBrick Server for 7500-0288	16.25%		
7500-0289 VBRICK H.264 Distributed Media Engine XPS 7550 - SW ONLY - Provides OS, media redistribution, transformation, VoD content serving & storage. Limited to 500 Mbps live throughput and up to 35 concurrent streams. Includes transrating capability. Requires VBrick provided hardware (8310-0001).	16.25%		
8310-0001-000 VBrick Server for 7500-0289	16.25%		
7500-0290 VBRICK H.264 Distributed Media Engine HPS 7570 - SW ONLY - Provides OS, media redistribution, transformation, VoD content serving & storage. Limited to 3 Gbps live throughput and up to 60 concurrent streams. Includes transrating capability. Requires VBrick provided hardware (8310-0002).	16.25%		
8310-0002-000 VBrick Server for 7500-0290	16.25%		
7500-0290 VBRICK H.264 Distributed Media Engine HPS 7570 - SW ONLY - Provides OS, media redistribution, transformation, VoD content serving & storage. Limited to 3 Gbps live throughput and up to 60 concurrent streams. Includes transrating capability. Requires VBrick provided hardware (8310-0002).	16.25%		
<b>Xceedium Software - All Brands</b>	<b>3.10%</b>		
Xsuite for VMware – Classic (Includes Xsuite for VMware OVF VM + 5 vCenter users + 25 Xnode Licenses) (SKU X-XSVMW-SRI-P-F)	3.10%		
Xsuite for AWS – Classic (Includes Xsuite for AWS AMI + 5 AWS Management Console users + 25 Xnode Licenses)(SKU X-XSAWS-SRI-P-F)	3.10%		
Xceedium Xnode License 50 – 99 (Price Per Node) (SKU X-XNT1-P-F)	3.10%		
Xceedium A2A Authority Node License 100 – 999 (Price Per Node) (SKU X-AAT1-P-F)	3.10%		
Xsuite AWS Management Console Users – 10 User License (X-XSAC10U-P-F)	3.10%		
Xsuite vCenter Console Users – 10 User License (SKU X-XSVC10U-P-F)	3.10%		

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Software as a Service (SaaS) Description	DIR Customer Discount % off MSRP	DIR Customer Firm Fixed Price (FFP)
<b>Centrify Software</b>		
Centrify Identity Service - App Edition - 1 User 1 Year Subscription with Standard Support CFS-1U-1YSS	28.81%	
Centrify Identity Service - App Edition - 1 User 1 Year Subscription with Premium Support CFS-1U-1YPS	28.81%	
Centrify Identity Service - App+ and Mac Bundle - 1 User 1 Year Subscription with Premium Support CISAPMAC-1U-1YPS	28.81%	
Centrify Identity Service - App+ and Mac Smart Card Bundle Edition - 1 User 1 Year Subscription with Standard Support CISAPMACSC-1U-1YSS	28.81%	
<b>Decision Lens Software - All Brands</b>	5.42275%	
DL - Advanced - Tier 1 - Annual License (SKU DLA1-A)		\$1,548,595.32
DL - Advanced - Tier 2 -Annual License (SKU DLA2-A)		\$774,297.18
DL - Advanced - Tier 3 -Annual License (SKU DLA3-A)		\$387,149.07
DL - Advanced - Tier 4 -Annual License (SKU DLA4-A)		\$193,574.06
DL - Advanced - Tier 5 -Annual License (SKU DLA5-A)		\$96,787.03
<b>VBrick Software Description</b>		
7500-0278 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) LYNCBROADCAST FEATURE LICENSE - SUBSCRIPTION - ANNUAL - Adds feature to widely share Lync conferences through DME streaming.	16.25%	
7500-0279 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) VBMIX FEATURE LICENSE - SUBSCRIPTION - ANNUAL - Allows VBrick Mix iPad application to stream to DME.	16.25%	
7500-0280 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) VIDEO CONFERENCE STREAMING GATEWAY FEATURE LICENSE - SUBSCRIPTION - ANNUAL - Integrates DME into customer's existing Video Conference System.	16.25%	
7500-0285 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) BPS 7530 - VM/OVA SOFTWARE ONLY - SUBSCRIPTION - ANNUAL - Provides OS, media redistribution, transformation, VOD content serving & storage. Limited to 250 Mbps live throughput and up to 25 concurrent streams. Includes Platinum Software Support. Does not include transrating capability. Requires customer provided hardware.	16.25%	
7500-0286 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) XPS 7550 - VM/OVA SOFTWARE ONLY - SUBSCRIPTION - ANNUAL - Provides OS, media redistribution, transformation, VOD content serving & storage. Limited to 500 Mbps live throughput and up to 35 concurrent streams. Includes Platinum Software Support. Includes transrating capability. Requires customer provided hardware.	16.25%	

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7500-0287 VBRICK H.264 DISTRIBUTED MEDIA ENGINE (DME) HPS 7570 - VM/OVA SOFTWARE ONLY - SUBSCRIPTION - ANNUAL - Provides OS, media redistribution, transformation, VOD content serving & storage. Limited to 3 Gbps live throughput and up to 60 concurrent streams. Includes Platinum Software Support. Includes transrating capability. Requires customer provided hardware.	16.25%		
Related Services Description	DIR Customer Discount % off MSRP		DIR Customer Firm Fixed Price (FFP)
<b>Centrify Software</b>			
Centrify DirectManage - 5 Administrators - Standard Maintenance SKU CSSA-5A-SM1Y	2.80%		
Centrify DirectManage - 5 Administrators - Premium Maintenance SKU CSSA-5A-PM1Y	2.80%		
Centrify DirectControl for Applications - 1K Single Application Users - Premium Maintenance CSAE-1KS-PM1Y	2.80%		
Centrify DirectControl for Applications - 1K Enterprise Users - Standard Maintenance CSAE-1KE-SM1Y	2.80%		
Centrify Training - DirectAudit - Computer Based Training, 1 Student CTS-DA-1CBT	2.80%		
Centrify Training - Server Suite Platinum Edition - 5 Days, 10 student CTS-CSPE-10S	2.80%		
Centrify Training - Equipment Rental - 1 Class CTS-EQUIP	2.80%		
<b>Cylance Software</b>			
CIR171 - Emergency Incident Response (hourly rate time & materials)	8.20%		
CIR171 - Embedded and Control Systems (hourly rate time & materials)	13.94%		
<b>Decision Lens Software</b>	5.42275%		
Optional DL CDM Support/On Boarding/Training-Tier 1 -Initial Year (SKU CDM-1)			\$242,447.34
Optional DL CDM Support/On Boarding/Training-Tier 2 -Initial Year (SKU CDM-2)			\$121,224.15
Optional DL CDM Support/On Boarding/Training- Tier 3 -Initial Year (SKU CDM-3)			\$60,611.60
Optional DL CDM Support/On Boarding/Training-Tier 4- Initial Year (SKU CDM-4)			\$30,305.80
Optional DL CDM Support/On Boarding/Training-Tier 5 -Initial Year (SKU CDM-5)			\$15,153.38
<b>NUIX Software</b>			
NUIX INVESTIGATOR WORKSTATION - 4 Core - MAINTENANCE (INV003)	2.71%		
NUIX EDISCOVERY WORKSTATION- 2 Core - MAINTENANCE (EDY006)	2.71%		

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<b>Project Remedies Software</b>			
Implementation and Training Services. Documentation/Training Consultant - Hourly Rate (SKU ITS D)			<b>\$142.50</b>
Implementation and Training Services. Senior Project Manager Hourly Rate (SKU ITS-SPM)			<b>\$237.50</b>
Implementation and Training Services. Consultant Hourly Rate (SKU ITS-C)			<b>\$178.13</b>
Annual Maintenance Program. 20% of Software License Fees. (SKU PRI-MAINTENANCE)	<b>0.00%</b>		
<b>Secunia SaaS</b>	<b>2.71%</b>		
SECUNIA CSI LARGE ENTERPRISE EDITION (minimum of 10000 hosts.) - 1 year license, price per host.	<b>2.71%</b>		
SECUNIA CSI LARGE ENTERPRISE EDITION (minimum of 10000 hosts.) - 3 year license, price per host.	<b>2.71%</b>		
Secunia VIM - 1 year license - 21-30 license recipients	<b>2.71%</b>		
<b>TIBCO Software</b>			
TIBCO Maintenance, Bronze - Provides 8x5 Support Service 8 hours per day Monday through Friday (8x5) plus Software Updates.	<b>0.00%</b>		
TIBCO Maintenance, Silver - Provides Support Service twenty four hours per day, seven days a week (24x7) plus Software Updates.	<b>0.00%</b>		
TIBCO Foresight HIPAA Code Table Fee - Instream.	<b>0.00%</b>		
TIBCO Foresight HIPAA Code Table Fee - Transaction Insight.	<b>0.00%</b>		
TIBCO Foresight HIPAA Code Table Fee - Validator Desktop.	<b>0.00%</b>		
TIBCO Spotfire Maintenance, Bronze - Provides Support from 9am - 5pm, Mon - Fri, based on selected time-zone. Access to all product releases and updates as they become available, 3 support contacts.	<b>0.00%</b>		
TIBCO Spotfire Maintenance, Silver - Provides Support 24 x 7 including public holidays, Access to all product releases and updates as they become available, 5 support contacts.	<b>0.00%</b>		

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<b>VBrick Software</b>			
VBCARE-GOLDPLUS VBCARE TECHNICAL SUPPORT SERVICE - GOLD PLUS COVERAGE - VBrick's VBCARE Gold Plus Technical Support Service offering provides Help Desk Support during Business Hours, access to self-service support portal (Case submission, Knowledge Base, FAQs, RMA tracking, Documentation and Training Portal), updates to covered software, technical and release bulletins, and quarterly newsletter. Full details of the program are available at: <a href="http://www.vbrick.com/support">www.vbrick.com/support</a> . Gold Plus Technical support explicitly does not cover services such as Feasibility studies, Installation services, or Integration services. These are optionally provided under VBrick's Professional Services offerings. Software support pricing is 15% of list price per year of eligible Software products. One and Three year options available. 1st year Hardware support (Firmware Releases, Remote troubleshooting, RMA Service) included in the product purchase price. Subsequent years are 10% of list price per year of eligible Hardware products. One and Three Year options available. Expressed per \$1 of MSRP purchased of above software items (not required on annual subscription items).	5.00%		
VBCARE-PLATINUM VBCARE TECHNICAL SUPPORT SERVICE - PLATINUM COVERAGE - VBrick's VBCARE Platinum Technical Support Service offering provides Help Desk Support (phone, email, support portal) during business hours and phone support during non-business hours, access to self-service support portal (Case submission, Knowledge Base, FAQs, RMA tracking, Documentation and Training Portal), expedited response times and communication frequency, priority queue processing for reported issues, patch release assistance and application support, updates to covered software, technical and release bulletins, and quarterly newsletter. Full details of the program are available at: <a href="http://www.vbrick.com/support">www.vbrick.com/support</a> . Platinum Technical support explicitly does not cover services such as Feasibility studies, Installation services, or Integration services. These are optionally provided under VBrick's Professional Services offerings. 1 year Software Support pricing is 20% of list price of eligible Software products. 3 year Software Support pricing is 18% of list price per year of eligible Software products. One and Three year options available. 1st year Hardware support (Firmware Releases, Remote troubleshooting, RMA Service) included in the product purchase price. Subsequent years are 10% of list price per year of eligible Hardware products. One and Three Year options available.	5.00%		
<b>Xceedium Software</b>			
Xceedium Installation/Implementation Services (Daily rate - excludes travel and expenses) (SKU X-PROSERV)	3.10%		

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Optional Description	DIR Customer Discount % off MSRP		DIR Customer Firm Fixed Price (FFP)
<b>Centrify Software - Optional</b>			
Centrify Identity Service Management - 5 Admins - 1 Year Subscription with Standard Support CCSCM-5A-1YSS	28.81%		
Centrify Identity Service Management - 5 Admins - 3 Year Subscription Standard Support CCSCM-5A-3YSS	28.81%		
Centrify Identity Service Management - 5 Admins - 3 Year Subscription Premium Support CCSCM-5A-3YPS	28.81%		
<b>TIBCO Software - Optional</b>			
TIBCO Learning Center - TLC Training/Student/Day (SKU ED1)			\$980.00

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